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Message Text

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20
ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 (ISO) W
---------- 046522
P R 190840Z JUL 74
FM AMEMBASSY PRAGUE
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 6609
AMEMBASSY VIENNA

UNCLAS PRAGUE 1696

FOR BEWT/TPD (MATHES) AND OIM (THOMAS)

E.O. 11652: N/A
TAGS: BEXP, CZ
SUBJECT: EXCOM REPORT NO. 1
ATTENDING R. KAHANE, J. PURNELL, L. LOFAS

1/FLYER.
FLYER WILL BE PROOFREAD BY FSL OF U.S. EMBASSY, PRAGUE IN VIENNA ON JULY 24. AFTER SEVERAL MEETINGS WITH CSSR OFFICIALS IT WAS CONCLUDED THAT NO RETURN CARD CAN BE USED IN THIS YEAR'S MAILING. NO INFORMATION CAN BE INCLUDED ABOUT COMPANIES SEEKING REPRESENTATION. THIS IS A NEW RULING BASED ON LAST YEAR'S EXPERIENCE. REPFIND WILL BE HANDLED THRU PERSONAL CONTACTS IN CSSR AND THRU A LETTER FROM USEWTC IN AUSTRIA.

2/DIRECT MAIL.
MADE-IN TO MAIL APPROX. 1000 FLYERS FROM IN HOUSE MAILING LIST ON AUGUST 20. THEY WILL ALSO CHECK ALL NAMES AVAILABLE FROM EMBASSY AND INCLUDE ADDITIONAL NAMES IN THEIR MAILING.

3/LIST BUILDING.
CSSR: U.S. EMBASSY AND MADE-IN ARE DEVELOPING TWO LISTS
A. PROSPECTIVE BUYERS
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TO BE CONTACTED THRU DIRECT MAIL

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B. POTENTIAL REPRESENTATIVES/AGENTS
TO BE CONTACTED THRU PERSONAL CONTACTS.
AUSTRIA: USEWTC VIENNA IS DEVELOPING A MAILING LIST COVERING POTENTIAL REPRESENTATIVES/AGENTS. THESE WILL BE CONTACTED IN THE NEAR FUTURE.
SURROUNDING COUNTRIES: AN AIRGRAM WILL BE SENT TO POSTS AND TRADE CENTERS FROM BEWT/TPD (SEE PRAGUE 1678 JULY 17).

4/KEY PROSPECTS.
THE KEY CONTACT PROSPECT CALLS WERE STARTED ON JULY 19. A TENTATIVE SCHEDULE OFPROSPECT CALLS WILL BE FINALIZED ON AUGUST 2.

5/PRESS RELATIONS.
THERE WILL BE NO PRESS CONFERENCE BEFORE THE OPENING OF THE BRNO FAIR DUE TO VACATION TIME IN CSSR. EMPHASIS WILL BE PLACED ON A PRESS BRIEFING ON SEPTEMBER 11. DETAILS TO BE SUBMITTED LATER. EMBASSY PRESS PLUS CULTURE SECTION WILL PREPARE ALL PRESS RELEASES.

6/HOSPITALITY BUDGET.
PENDING APPROVAL OF THE HOSPITALITY BUDGET THIS MATTER WILL BE RESOLVED UPON DUSEX RETURN FROM BRNO.

7/FREIGHT.
CECHOFRACHT IS THE FREIGHT FORWARDER FOR USATECH 74. TO AVOID MISUNDERSTANDINGS EXPERIENCED IN THE PAST, CECHOFRACHT WILL INCLUDE IN THEIR BILL CHARGES FROM THEIR REPRESENTATIVE IN HAMBURG.

8/HOUSING.
ARRANGEMENTS HAVE BEEN MADE FOR MS. PROVOT, MR. DUNLAP AND LARS LOFAS.

9/OFFICE/STAFF.
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OFFICE SPACE HAS BEEN ARRANGED BY EMBASSY PRAGUE FOR EXHIBITION TEAM. ONE SECRETARY WILL BE HIRED FOR PRAGUE UPON MISS PROVOT'S ARRIVAL. DUSEX GRATEFULLY ACKNOWLEDGES ALL HELP AND SUPPORT FROM EMBASSY PERSONNEL.

10/STAND/LOUNGE ATTENDANTS.
WILL BE HIRED BY AUGUST 10. PLEASE REVIEW

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SOLICITATION LETTER FOR USATECH 74 BRNO AND CONFIRM
SOONEST IF WE ARE ONLY TO SUPPLY INTERPRETERS FOR
NTM COMPANIES.

11/EXHIBITION TEAM.
TENTATIVE PLANS.
AA. - EXPECTED ARRIVAL IN PRAGUE ON JULY 22.
DIR. OF OPERATIONS.
EXPECTED ARRIVAL IN PRAGUE ON AUGUST 10 OR 11.
DUSEX.
WILL ARRIVE IN VIENNA ON JULY 20 FOR CONTRACT
NEGOTIATIONS AND LEAVE FOR BRNO LATE JULY 28
OR EARLY JULY 29 FOR BRNO. DUSEX WILL RETURN TO
PRAGUE NO LATER THAN AUGUST 2. EXPECTED
DEPARTURE FOR BRNO ON AUGUST 22.

12/NEXT EXCOM MEETING WILL BE HELD ON AUGUST 1,
AT 11.30 A.M.
PERRY

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NNN

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Draft Date: 19 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PRAGUE01696
Document Source: CORE
Document Unique ID: 00
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